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"The Stock You Sent Me Is Simply Splendid"

12-19-20

Now, let me tell you of my satisfaction and gratitude for the stock you sent me. I have recommended your house to several of my friends and no doubt you will receive orders, if not this fall, at least next spring.

J. H. N., Indianapolis, Ind.

C. & J. Plants Advertise Themselves

9-15-20

I have just seen some roses you sold to a customer (Mr. L., of Johnstown, Pa.) last spring that are the finest I have ever seen at this season of the year and I am writing for your catalog.

Mrs. J. J., Akron, Ohio.

MAKE GARDENING YOUR HOBBY FOR 1921



GROWING flowers is a fascinating hobby, it surely is! it is also mentally refreshing and incidentally it contributes to your health in a way that may reduce or entirely prevent doctor bills, enough perhaps to pay for your plants.

Flower Gardening is a relief from the other work of the day, be it office, factory or housework, and it provides a wonderful tonic for days to come.

Just think of the uses and the demand for flowers—first of all for your coat lapel to start you fresh for your day's work, then for table

decorations, festivals, hospitals, etc. Your city friends are starving for flowers *always*, while *you* can obtain plants and grow them at a very small cost when compared with what you pay for less permanent enjoyments.

When your flowers are in their glory, your Roses, Cannas, Peonies, Pansies or some other favorites, you have a *daily recurring joy*, whereas, *most* pleasures are *gone* the same day they are paid for. For example, consider the cost of just one theatre, card or dinner party, full of joy indeed while they last, but the same expenditure on Roses or other flowers will give joy for years. This is something worth thinking about.

A neatly kept hedge of Privet or Barberry, some Roses, and hardy flowering shrubs with some old fashioned hardy flowers will increase your joy in life and be an inspiration to your neighbors, while all the time, the value of your property is increasing as the plants grow in size and beauty.

Your gardening hobby, therefore, will give bigger returns in every way for your outlay than almost any other pleasure you can think of.

NOTE—Plan to plant early, for waiting a season means losing a season.

The **CONARD** ★ **ROSES**
& JONES CO. WEST GROVE, PA.
ROBERT PYLE, President ANTOINE WINTZER, Vice-President

"Plants Almost Fool Proof"

5-13-20

The twenty two-year old plants I bought of you this season all arrived in splendid shape, and are all, with two exceptions, budding now. No wonder you can put a star on each and guarantee your roses to bloom, for you send out such hearty, husky plants they are absolutely almost fool proof.

F. P. M., Topeka, Kansas.

"50 Roses On One Bush"

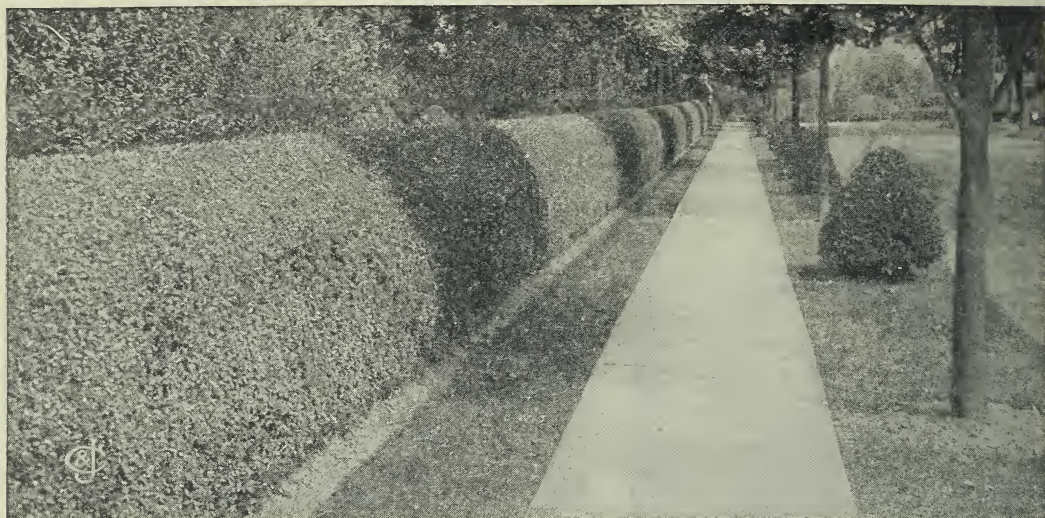
9-16-20

My Frau Karl Druschki bought of you in 1919 was covered with the finest white roses that I ever saw, having at least fifty on it. I prepared the beds according to the directions in "How to Grow Roses" and pruned those my 1919 purchases by the directions in the same book and attribute my success to that.

John T., Richmond Hill, N. Y.

PLANT "WALLS" OF LIVING GREEN

AND INCREASE THE VALUE OF YOUR PROPERTY AT ONCE



This is a "Wall" of California Privet (*Ligustrum Ovalifolium*). Beautiful Always.

NEWLY built suburban and country homes become doubly desirable as soon as the grounds are graded and planted.

The first step is to plant a hedge, or "Wall", to define the back boundaries at least, and give you the satisfaction of knowing where your property ends.

When your hedge is planted, you can more easily plan your flower beds and the places for hardy flowering shrubs, such as hydrangeas, snowballs, spireas, etc.

Arrange also for several arches and trellises of climbing Roses, honeysuckles, clematis or other vines to go over the walks, as they add to the beauty of a place in a wonderful way.

Just get yourself once into the spirit of planting and then note the encouragement and help Dame Nature will give you.

California Privet (*Ligustrum ovalifolium*)

Most Popular Hedge-Plant

Thrives in all kinds of soils and situations, in sun or shade, around railroads or smoky factories, and for seashore planting it is one of the best hedge-plants known. Plant 6 to 9 inches apart. Our plants are thrifty and well rooted.

	100	1,000
8 to 12 inches.....	\$5.50	\$45.00
12 to 18 inches.....	6.50	55.00
18 to 24 inches.....	8.00	65.00
2 to 3 feet.....	10.00	85.00

25 at 100 rate, 250 at 1,000 rate.

By express only, delivery not prepaid.

New Box-Barberry

An exquisite, new, perfectly hardy edging for formal beds. Makes shapely, upright plants; can be kept 6 inches high by trimming. Our stock is grown from cuttings made from the original plant.

Border your rose-beds, also your perennial and annual beds, with this neat, upright, hardy little shrub. Plant 4 inches apart for a low border and keep the plants pruned to whatever height you want. They can be trimmed at any time without injury. The one-year size is best for using in garden borders.

PRICE, 1-yr. size, 10 for \$3, postpaid; 100 for \$20; 1000 for \$175, delivery not prepaid. 2-yr. size, 10 for \$4; 100 for \$30; 1000 for \$250, delivery not prepaid.

Ornamental Shrubs

Landscape architects will tell you that a house with grounds around it needs nature's own decorations near the house, to cover, with graceful bunches of green, the abrupt angles and eyesores that stare at you if the ground near the bases of the walls is left bare and unplanted. Here are some popular shrubs to use. For others, see our catalog.

Double Altheas (Rose of Sharon)

Upright-growing shrubs that bloom profusely during July and August. They grow 6 to 8 feet and make a beautiful hedge.

Jeanne d'Arc. Exquisite pure white flowers like azaleas.

Pink. Clear bright pink. Plant with Jeanne d'Arc.

Summer Lilac, or Butterfly Shrub

Produces masses of bloom the first season it is set out, even the one-year plants. Its freedom of bloom, ease of culture, attractive deep violet-rose color and *delightful fragrance* create a demand for it everywhere.

2 Free Flowering Spireas

Spiraea Vanhouttei. Grows 5 to 6 feet high, and blooms in May and June. Snow-white flowers borne in elegant, plume-shaped clusters. Makes a most beautiful, graceful hedge.

Red Spirea, Anthony Waterer, Perpetual-blooming. Makes nice, shapely bushes 2 to 3 feet high; begins to bear its large flat clusters of rich rosy red flowers almost as soon as planted, and continues blooming through the summer and fall.

PRICE FOR ABOVE SHRUBS

1-yr. size, 35 cts. each; 10 for \$3.15, postpaid; 2-yr. size, 60 cts. each; 10 for \$5.40; 3-yr. 90 cts. each; 10 for \$8.00; delivery not prepaid.

BE A HAPPINESS CENTER

Henry Ward Beecher, when traveling through the country as an itinerant minister, was often obliged to select a place to stop over-night. He is reported to have said that by choosing the places where flowers were found about the home, he never made a mistake but always got in with worth-while people.

The happiest, most cheerful people on earth are those who love flowers, and who love to grow them. As *some* people don't grow flowers, because they think they can't, you, as a flower lover and grower, with at least three such people around you, can be "A Happiness Center" by telling these good people where to buy Roses *guaranteed* to grow and bloom, and help yourself by getting them to order with you.

Like everything else, advertising has gone up in price, in some cases so high as to be prohibitive, yet we want at least 10,000 *new* customers this year and we will pay *you* to help us get them.

By getting our patrons to send us *new* customers, we save a large advertising expense, and we prefer to pay our patrons (who know our goods) instead of paying the magazine publishers.

SEND US 3 ORDERS FROM OUR 1921 SPRING CATALOG

Amounting to at least \$1.00 each (*and from customers who have not ordered from us before*) and you can select for yourself anything you see listed in our 1921 Spring Catalog to the value of \$1.00. For six such orders, you can select for yourself \$2.50 worth; for 10 such orders, \$5.00 worth.

BUT ONLY IF ALL ARE SENT AT ONE TIME AND BEFORE APRIL 1st.

We guarantee safe delivery of every item we offer and in addition to this, we guarantee our Roses to grow and bloom, so no risk is run by *anyone* who orders from us. We take the risk, *not you or any purchaser.*

To be entitled to the \$1.00 worth of plants, bulbs or seeds, please remember:
1. The orders must be selected from our 1921 Spring Catalog. 2. The orders must amount to at least \$1.00 each, for each *new* customer. 3. The customers must be "new" to us and their full names and addresses must accompany their orders and your remittance.

The **CONARD** ★ **ROSES**
& JONES CO. WEST GROVE, PA.
ROBERT PYLE, President ANTOINE WINTZER, Vice-President

The Conard and Jones Co.
Gentlemen:

October 9, 1920

As you will notice by the address, we have moved and a month ago, we sold our former home, including a rose garden of 32 Conard and Jones Roses. I can assure you that I regret leaving my Roses and numberless other shrubbery, for I was so well pleased with everything purchased from your nursery. However, we have a splendid place here for shrubbery and before spring planting time, I shall send you an order. Of course, I know there are numberless nurseries near here, but I'm for C. & J. Roses.

Mrs. James McC...
Lakewood, Ohio

The Conard and Jones Co.
Gentlemen:

October 10, 1920

I put out about 25 of your roses last spring. They made a growth of as much as eight feet for the Hybrid Tea roses and the Dr. W. Van Fleet made a growth of 30 feet this summer. Have had blooms all summer and the roses are full of buds at this writing.

Charles E. Tulsa, Okla.

The Conard and Jones Co.
Gentlemen:

October 9, 1920

If any one in New Orleans wants to know anything about C. & J. Roses, send them to me.

C. W. B. New Orleans, La.

WE WILL PAY \$5.00 FOR TEN ORDERS

(These Orders Must Reach Us Before April 1st)

If you wish to take advantage of the offer on the other side and secure some *new* customers for us, with profit to yourself, *send a card today*, saying how many order sheets you want. They will be mailed promptly as soon as we hear from you. Note carefully our name and address, as we are not in any way connected with any other rose grower.

RULES TO BE FOLLOWED

Each person's order with full name and address must come on a separate order sheet.

If you send 3 orders, deduct your commission of \$1.00 from the total value of the items ordered and remit the balance.

If you send 6 orders, deduct \$2.50 or if you send 10 orders, deduct \$5.00 from the total value of the items ordered, and remember **NO ORDER** must be for less than \$1.00.

Seeds, and such bulbs as Gladiolus and Tuberoses will be sent at once from our Seed and Bulb department, but Roses, Cannas, Dahlias, etc., which go from our Plant department, will be held for shipping at proper planting time or will be sent at once if customers prefer immediate shipment.

The orders can be shipped separately or sent to one address, according to instructions you send when ordering.

Send this sheet with your orders, with full names and addresses of your customers, to help us avoid errors.

To The Conard & Jones Co., West Grove, Pa.

I enclose orders for _____ NEW customers whose names and addresses are as follows: (Number)

1	NAME	ADDRESS	\$
2	"	"	\$
3	"	"	\$
4	"	"	\$
5	"	"	\$
6	"	"	\$
7	"	"	\$
8	"	"	\$
9	"	"	\$
10	"	"	\$

To cover payment on above orders.

Total Amount _____

Less Commission _____

I am also enclosing full remittance as follows. . . . \$ _____

NAME AND ADDRESS OF SENDER

Name _____

Address _____

SEE OTHER SIDE

ORDER SHEET FOR ROSES

SEE "INSTRUCTIONS FOR ORDERING" AT FOOT OF NEXT PAGE

The CONARD ★ ROSES & JONES CO. WEST GROVE, PA.

ROBERT PYLE, President

ANTOINE WINTZER, Vice-President

Do not write in this column

Date 1921 Amount Enclosed \$ See instructions for ordering given at foot of next page.
PLEASE FILL IN BELOW VERY PLAINLY

Ex.	Name _____
Ex. Pd.	P. O. BOX _____ R. F. D. _____ OR STREET _____
Ex.C.O.D.	Post Office _____ (We fill this in) Z _____
P. Post	County _____ State _____
Postage C. O. D.	SHIPPING ADDRESS (IF DIFFERENT FROM P. O.) _____
P. Post C. O. D.	Goods will be forwarded just as soon as new stock is ready or when we think the season suitable for planting in your locality.

Ck. Mo. St. Cr. Sl.

R	_____
P	_____
B	_____
S	_____
M	_____
Total	_____

DATE PLANTS SHIPPED

DATE S & B SHIPPED

BOOK

ADDRESSES

QUANTITY	ROSES WANTED	FILL IN SURE	
		SIZE	PRICE
	ROSE, AMERICAN BEAUTY CLIMBING		
	" AMERICAN PILLAR		
	" AVIATEUR BLERIOT		
	" BETTY		
	" CHATEAU DE CLOS VOUGEOT		
	" DR. W. VAN FLEET		
	" DOROTHY PERKINS		
	" DOROTHY PERKINS, WHITE		
	" FRAU KARL DRUSCHKI		
	" GENERAL JACQUEMINOT		
	" GRUSS AN TEPLITZ		
	" HUGONIS		
	" JONHKEER J. L. MOCK		
	" KILLARNEY		
	" KILLARNEY WHITE		
	" MAMAN COCHET, PINK		
	" MAMAN COCHET, WHITE		
	" MRS. B. R. CANT		
	" PAUL NEYRON		
	" RED DOROTHY PERKINS		
	" SUNBURST		
	" THOUSAND BEAUTIES (TAUSENDSCHON)		
	" ULRICH BRUNNER		
	BOOK, "HOW TO GROW ROSES"		

AMOUNT CARRIED OVER

SEE OTHER SIDE

ORDER SHEET FOR PLANTS, BULBS AND SEEDS

[illegible]

INSTRUCTIONS FOR ORDERING

Please make payment by Draft, Post Office Money Order or Express Money Order. Stamps accepted for small amounts, but payment by Money Order is safer and is preferred.

We deliver free to any Post Office or Express Office in the United States or its possessions, also Canada, everything offered in this catalog which is marked "postpaid."

2 YEAR AND LARGER PLANTS } We can send these by express or by parcel post—expressage or postage to be paid upon delivery.—See explanation on Page 3 in 1921 Spring Catalog.

CLINGING, CLIMBING, TWINING IVIES AND VINES

Porches, porticoes, entrances, and even bleak and bare buildings become inviting when covered with graceful vines. Use them also on banks, old stumps, rockeries, etc.



Ampelopsis, Boston Ivy
Foliage turns crimson in the fall.



Sweet-Scented Japan Clematis
A rapid grower. Splendid for Porches, Arbors and Arches.

Three Clinging Ivies These need no support to walls

Japan or Boston Ivy (*Ampelopsis Veitchii*). For decorating walls, to make a house more homelike. The foliage changes in autumn to crimson. 25 cts. each; 2-yr., 35 cts.; 3-yr., 50 cts., postpaid. (See cut alongside.)

American Ivy (*Ampelopsis quinquefolia*). The true Virginia Creeper. Foliage is brilliantly colored in autumn. 1-yr., 30 cts. each; 2-yr., 50 cts. each; 3-yr., 75 cts. each, postpaid.

Hardy English Ivy (*Hedera helix*). Evergreen, with dark, glossy green leaves. 35 cts.; larger size, 50 cts., postpaid.

Sweet-Scented Japan Clematis (Clematis paniculata, or Virgin's Bower)

The sweetest of all Clematis and the easiest to grow. Plant in good, mellow soil and *support the plants as soon as they have made even a few inches of growth*. We consider this the most satisfactory, hardy flowering vine we offer. Flowers small, rich creamy white, borne in clusters, completely covering the vine. Useful for planting on banks, covering graves, etc. 1-yr., 25 cts. each; 2-yr., 50 cts. each; 3-yr., 75 cts. each, postpaid.

Bitter Sweet (*Celastrus scandens*). Has attractive foliage and yellow flowers in June, followed by bright orange fruit which usually remains on the plant all winter. 3-yr. size only, 75 cts., delivery not prepaid.

Chinese Matrimony Vine (*Lycium barbarum*). A strong, hardy, climbing vine. Bright rosy purple flowers, followed by brilliant scarlet berries; makes a dense, quick growth. 2-yr. size, 50 cts. each; 3-yr., 75 cts., delivery not prepaid.

Evergreen Euonymus (3 Kinds)

Dense-growing, evergreen vines, climbing by aerial roots, often reaching 15 to 20 feet high.

Euonymus radicans. Small rich green leaves. 1-yr., 25 cts.; 2-yr. 40 cts., postpaid.

E. radicans variegata. Leaves green and white. 1-yr., 25 cts.; 2-yr., 40 cts., postpaid.

E. radicans vegetus (Evergreen Bittersweet). Exceptionally satisfactory as an ivy. Green foliage, berries orange-red. 1-yr., 35 cts.; large size, 50 cts., postpaid.

Five Honeysuckles, Sweet-Scented

Honeysuckles are vigorous growers, they produce quantities of bloom and are very desirable for shade and shelter. Some are almost evergreen.

Everblooming Heckrottii. Flowers are carmine, with golden apricot center. An unceasing bloomer.

Halliana. Intensely sweet scented. Flowers buff-yellow, passing to white.

Evergreen Sweet-scented. Flowers buff, yellow, and white.

Hendersonii. Brilliant orange-red flowers with bright yellow mouth.

Red Coral Honeysuckle. Flowers coral-red, very pretty.

Price: 1-yr., 30 cts., postpaid; 2-yr., 50 cts.; 3-yr., 75 cts., delivery not prepaid.

Three Grand Wistarias

Wistarias grow rapidly and will climb to the roof of a house if desired.

Magnifica. Lavender-blue.

Chinese White. Silvery white

Chinese Blue. Violet-purple. Fine.

Price: 1-yr., 40 cts. each, postpaid; 2-yr., 75 cts. each, delivery not prepaid.

Rapid-Growing Summer Vines

The Cinnamon and Madeira Vines are most rapid in growth. Plant them early in May and have shade during the hot summer months. These roots should be taken indoors for winter.

Cinnamon Vine. Produces tiny white flowers. Strong roots, 10 cts. each; 3 for 25 cts., postpaid.

Madeira Vine. Bears sweet, feathery, white flowers. Roots, 10 cts. each; 3 for 25 cts.; 12 for 75 cts., postpaid.

SUMMER FLOWERING BULBS AND FLOWER SEEDS

Plant Cannas
18 inches
apart



"The President"
The grandest red Canna in
existence

For gorgeous show from June till frost,
plant a bed of "The President" Cannas.
Unsurpassed for quality and quantity of
bloom.

These Six C. & J. Lily-Cannas \$1.50, Postpaid

Here are six of the most superb varieties in red, pink and yellow. These Cannas bloom continuously from June till frost.

The President. Flowers very large, color rich glowing scarlet, 35 cts. each, 5 for \$1.60, postpaid. (See cut.)

Flag of Truce. Flowers very large, color cream white dotted light pink. 30 cts. each, 5 for \$1.40, postpaid.

San Diego. Large flowers, color rich orange, an unusually attractive canna. 25 cts. each, 5 for \$1.15, postpaid.

City of Portland. Immense bloomer, color glowing salmon pink. 25 cts. each, 5 for \$1.15, postpaid.

Gaiety. Very spectacular. Color reddish orange mottled with carmine. 25 cts. each, 5 for \$1.15, postpaid.

Wintzer's Colossal. Immense, vivid scarlet flowers. The largest flowering canna. 20 cts. each, 5 for 90 cts., postpaid.

These 4 DAHLIAS FOR FALL BLOOM \$1.10, Postpaid

Countess of Lonsdale. Salmon pink and amber. 35 cts. each.

J. H. Jackson. Immense flower. Deep blackish maroon. 35 cts. each

A. D. Livoni. Full, double flowers. Beautiful soft pink. 25 cts. each.

Jack's Discovery. White, mottled with violet rose. 25 cts. each.

MIXED DAHLIAS—Not Labeled. 20 cts. each, 10 for \$1.50, postpaid.

10 SELECTED GLADIOLI ALWAYS SATISFACTORY

America. Soft lavender-pink. The most popular Gladiolus. 10 cts. each.

Baron Hulot. Dark blue, slightly marked with lighter blue. 10 cts. each.

Halley. Salmon-pink, with red stripe. A very early bloomer. 10 cts. each.

Klondyke. Yellow, blotched crimson. Fine color combination. 10 cts. each.

Kunderdi "Glory," The New Ruffled Gladiolus. Petals exquisitely ruffled and fluted; cream-pink, with crimson stripe in lower petals. 10 cts. each.

Mrs. Francis King. Large and showy. Color light scarlet. 10 cts. each.

Mrs. Watt. Red of same shade as American Beauty rose. 10 cts. each.

Niagara. Cream, yellow and carmine. A vigorous bloomer. 10 cts. each.

Peace. White, with a delicate lilac feathering. 10 cts. each.

Princesps. Brilliant scarlet-crimson, white blotches. 10 cts. each.

Any above, 10 cts. each, 10 for 85 cts., or any 12 for \$1.00, postpaid.

C. & J. LARGE-FLOWERING MIXED GLADIOLI All colors, red, white, pink and yellow, 3 for 10 cts., 12 for 40 cts., 100 for \$2.50, postpaid.

THE MOST POPULAR FLOWER SEEDS

American Beauty Aster. (New.) Large flowers of bright carmine rose, almost identical in color with the famous American Beauty rose. It blooms late in the season. Pkt. 10c.

Purple American Beauty Aster. (New.) A rich, royal purple. Pkt. 10 cts.

Red Aster, "Heart of France." (New.) Red as a ruby when opening, darkening as the flower ages. Pkt. 25 cts.

Queen of the Market Asters. Very early flowering. Mixed colors. Pkt. 10 cts.

C. & J. Finest Mixed Asters. This splendid mixture has received high praise from our customers. It is made by ourselves and, knowing the varieties included, we recommend it strongly. Pkt. 10 cts., $\frac{1}{4}$ oz. 40 cts., oz. \$1.50.

Dahlias. Finest Double. Start seed indoors in March and set out in May for bloom in the fall. Mixed colors. Pkt. 10 cts.

Nasturtiums. Climbing or Dwarf. Beautiful brilliant flowers. Pkt. 5 cts., oz. 15 cts., $\frac{1}{4}$ lb. 50 cts., 1 lb. \$1.50.

Pansies. Conard's New Sunshine. Fine form and rich velvety texture are the characteristics of this strain. Mixed colors. Pkt. 10 cts., $\frac{1}{4}$ oz. \$1.

Petunias. Double Flowered. Best double, mixed colors. Pkt. 15 cts.

Petunias. Single mixed. Pkt. 5 cts.

Petunia, Rosy Morn. Single rosy pink. *It blooms unceasingly.* Pkt. 10 cts.

Phlox. Hardy. Mixture of finest sorts. Pkt. 10 cts.

Phlox, Drummond. For making brilliant lines of color. Superb mixed. Pkt. 10 cts., $\frac{1}{4}$ oz. 75 cts.

Poppy, Double Carnation. Unequaled for brilliancy and gorgeous colors. Pkt. 5 cts.

Salvia (Scarlet Sage). Flowers are intense, dazzling scarlet. Pkt. 15 cts.

Sweet Peas. Choicest Spencers. Mixed colors. Pkt. 10 cts., oz. 35 cts., $\frac{1}{4}$ lb. 85 cts., 1 lb. \$3.00.

Sweet Peas. Best up-to-date grandifloras, mixed colors. Pkt. 5 cts., 1 oz. 20 cts., $\frac{1}{4}$ lb. 50 cts., 1 lb. \$1.50.

Zinnias. For continuous bloom all summer and until frost. Giant Mammoth, mixed, Pkt. 10 cts.

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